

CANVASSING FORM - AMBON

23/04/21

Company Name : PT. PANBERS JAYA

Location : DESA WAEGERNAGEN (Village)
 KAB. BURU (District)
 PROV. MALUKU (Province)

Owner Name : MR. LIE KWAN

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT				1 x 416F					
KOM									
HIT									
KOB									
SANY									
OTH		1							

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

Voice of Customer

- Price
- Maintenance, PERBAIKAN & PERAWATAN ALAT BERAT DILAKUKAN SENDIRI OLEH PIHAK TEKNIS CUSTOMER,
- TU Support
- Parts Availability
- Response Time
- TU Merchandising

Opportunity

- GET / GET Conversion
- UCR / UCR Conversion
- Hose
- Engine Parts : FIP ENGINE BACKHOE LOADER 416 F
- Overhaul
- Others : PM PARTS 416 F

Notes :

- * DILOKASI KANTOR CUSTOMER YANG BISA DITEMUI ADALAH PAK EDI, SELAKU KEPALA BAGIAN OPERASIONAL, OWNER SEMENTARA TIDAK BERADA DI LOKASI
- * MEP NON CAT : 1 x HYUNDAI HX210
- * UNIT 416F SAAT INI BERADA DI LOKASI KEBUN KARET YANG CUKUP JAUH DARI KANTOR CUSTOMER ~~5~~ (+/- 5 JAM PERJALANAN) SEHINGGA KEPALA BAGIAN PERALATAN BELUM BISA MENEMANI KEMJUNGAN LANGSUNG KE ALAT
- * 416F SAAT INI SEMENTARA BREAKDOWN, PROBLEM FIP.

23/APRIL/21

CANVASSING FORM - AMBON

Company Name : BALAI PELAKSANA JALAN NASIONAL WIL. I PROV. MALUKU

Location : ~~DESA WERE~~ DESA WAEGERNANGAN (Village)
KAB. BURU (District)
PROV. MALUKU (Province)

Owner Name : MR. ULWAN (KASATKER)

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT		1 x 320D		1 x 914G					1 x 120K
KOM									
HIT									
KOB									
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

- Voice of Customer
- Price
 - Maintenance
 - TU Support
 - Parts Availability
 - Response Time
 - TU Merchandising

Opportunity

- GET / GET Conversion, 2 PCS TOOTH SCARIFIER HILANG (120K)
1 PCS TIP (320D)
- UCR / UCR Conversion
- Hose
- Engine Parts, NEED REPLACE FUEL PRIMING PUMP (914G)
- Overhaul
- Others

Notes : * 3 UNIT SLAT BERAT SAAT INI PARKED, BEVUM ADA PROYEK YAN DIKERJAKAN.
* DILOKASI HANYA ADA PENJAGA WORKSHOP YG DITEMUI (P'NASIR)

CANVASSING FORM - AMBON

25/04/2021

Company Name : PT. FAJAR INDAH PERKASA

Location : DESA JIKUMERASA (Village)
 KAB. BURU (District)
 PROU. MALUKU (Province)

Owner Name : IMAM

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT						1 x DSR			
KOM									
HIT									
KOB									
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

Voice of Customer Price
 Maintenance, UNIT DSR SAAT INI BEROPERASI NORMAL, UNTUK PEKERJAAN MAINTENANCE ALAT DILAKUKAN SENDIRI OLEH TEKNIISI CUSTOMER.
 TU Support
 Parts Availability
 Response Time
 TU Merchandising

Opportunity GET / GET Conversion, END BIT & CUTTING EDGE
 UCR / UCR Conversion
 Hose
 Engine Parts
 Overhaul
 Others PM PARTS

Notes : LOKASI ALAT DSR PADA SAAT KUNJUNGAN BERADA DI DESA AIR BUAYA
 SEBELUM PAK IMAM MENYAMPAIKAN UNTUK SEMENTARA BELUM BISA LANGSUNG VISIT TO IRON.
 DSR RENCANA AKAN TIBA DI NAMLEA PADA 28/4/2021

CANVASSING FORM - AMBON

26/04/21

Company Name : PT. LINTAS EQUATOR / PT. UDI CITRA KENCANA

Location : NAMLEA (Village)
 KAB. BURU (District)
 PROV. MALUKU (Province)

Owner Name : MR. TIONG

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT		1 x 3200							
KOM		3							
HIT									
KOB		9							
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

Voice of Customer

- Price, HARGA UNTUK PENGGANTIAN INJECTOR 320D & FIP 320D MENURUT PAE TIONG ADALAH SANGAT MAHAL, SEHINGGA EXCA 320D YANG DIMILIKI TIDAK DIGUNAKAN DI SITE, HANYA DIGUNAKAN DI SEKITAR KOTA NAMLEA
- Maintenance
- TU Support
- Parts Availability
- Response Time
- TU Merchandising

Opportunity

- GET / GET Conversion
- UCR / UCR Conversion
- Hose
- Engine Parts, DIREKOMENDASIKAN UNTUK PENGGANTIAN PILOT TRAVEL
- Overhaul
- Others PM 2000 HOURS

Notes :

- * KO TIONG SAAT INI BANYAK MENSUPPORT ALAT BERAT & TRUCK PADA PROJECT PEMBANGUNAN BENDUNGAN WAE APO, DENGAN MAIN CONTRACTOR YAITU PT. HUTAMA KARYA & PT. PP (Pembangunan Perumahan)
- * Customer sangat mengeluhkan penggunaan Injector pada 320D. Jika bermasalah, akan banyak biaya yang dikeluarkan.

26/APRIL/2021

CANVASSING FORM - AMBON

Company Name : PT. TARAWESI ARTA MEGAH

Location : NAMLEA (Village)
 KAB. BURU (District)
 PROV. MALUKU (Province)

Owner Name : MR. YAP

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT	1 x E110B								
KOM		3 x PC200							
HIT		1 x SK200							
KOB									
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

Voice of Customer Price
 Maintenance, PEKERJA SERVICE ALAT BERAT DILAKUKAN SENDIRI OLEH TEKNSI CUSTOMER
 TU Support
 Parts Availability
 Response Time
 TU Merchandising

Opportunity GET / GET Conversion
 UCR / UCR Conversion
 Hose
 Engine Parts
 Overhaul
 Others

Notes : * CUSTOMER MEMILIKI ALAT BERAT MERK KOMATSU
 * UNIT EXCAVATOR CAT E110B SUDAH TIDAK DIOPERASIKAN LAGI (SCRAPPED)
 *

27/ APRIL / 2021

CANVASSING FORM - AMBON

Company Name : BENDAHARA RUTIN DINAS PU KAB. BURU

Location : NAMLEA (Village)
KAB. BURU (District)
PROV. MALUKU (Province)

Owner Name : IBU SIFA ALATAS (KADIS)

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT									1
KOM									
HIT									
KOB									
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing :

 Credit Facility No Credit Facility

Voice of Customer

 Price Maintenance TU Support, TRAKINDO AMBON TERAKHIR KALI MELAKUKAN PENGECEKAN MOTOR GRADER YAITU PADA AWAL TAHUN 2020. Parts Availability Response Time TU Merchandising

Opportunity

 GET / GET Conversion UCR / UCR Conversion Hose Engine Parts Overhaul Others

Notes :

KONJUNGAN DILAKUKAN KE KANTOR DINAS PU KAB. BURU, UNTUK INSPECTION UNIT 120K BELUM DILAKUKAN, KARENA MENURUT PAK HAMDANI, BAHWA UNIT 120K SAAT INI SEMENTARA BEROPERASI PADA LOKASI YANG JAUH DARI NAMLEA, PAK HAMDANI AKAN KEMBALI MENYAMPAIKAN JIKA UNIT 120K TERSEBUT SUDAH TIBA DI WORKSHOP PU NAMLEA.

CANVASSING FORM - AMBON

29/04/2021

Company Name : PT. LALEVA INDAH LESTARI

Location : DESA KAMARIANG (Village)

KAB. SERAM BAGIAN BARAT (District)

(Province)

Owner Name : MR. HAY

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT		1							
KOM		3							
HIT									
KOB									
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing :

Credit Facility No Credit Facility

Voice of Customer

- Price
- Maintenance
- TU Support
- Parts Availability
- Response Time
- TU Merchandising

Opportunity

- GET / GET Conversion
- UCR / UCR Conversion
- Hose
- Engine Parts
- Overhaul
- Others

Notes :

UNIT 1 x 320D (B2P03A41) & 3 UNIT PC200 KOMATSU DITEMUKAN DI WORKSHOP CUSTOMER, AKAN TETAPI TIDAK ADA KARYAWAN / PETUGAS YANG BISA DITEMUI DI LOKASI TERSEBUT

CANVASSING FORM - AMBON

29/APRIL /2021

Company Name : SATKER PELAKSANAAN JALAN NASIONAL WILAYAH I MALUKU
 Location : DESA NAKUPIA (Village)
 KAB. SERAM BAGIAN BARAT (District)
 PROV. MALUKU (Province)

Owner Name :

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT		1							
KOM									
HIT									
KOB									
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

Voice of Customer Price
 Maintenance
 TU Support
 Parts Availability
 Response Time
 TU Merchandising

Opportunity GET / GET Conversion
 UCR / UCR Conversion
 Hose
 Engine Parts
 Overhaul
 Others

Notes :
 * UNIT DITEMUKAN DI WORKSHOP CUSTOMER DALAM KONDISI PARKED
 * BELUM DILAKUKAN TAL - INSPECTION , KARENA TIDAK ADA PETUGAS
 DI TEMUKAN DI WORKSHOP.
 * 3209 / B2P02376

CANVASSING FORM - AMBON

30/4/21

Company Name : PT. SANTOS AGRO ABADI

Location : DESA DAWANG (Village)
 KAB. SERAM BAGIAN TIMUR (District)
 PROV. MALUKU (Province)

Owner Name :

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K	D3K
CAT		1								
KOM						1				1
HIT										
KOB										
SANY										
OTH										

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

Voice of Customer : Price
 Maintenance, PERAWATAN ALAT BERAT DIKURANG SENDIRI OLEH TEKNISI CUSTOMER
 TU Support
 Parts Availability, BEBERAPA PARTS YANG DI BUTUHKAN DISUPPLAI DARI KANTOR
 Response Time PUSAT CUSTOMER DI SURABAYA
 TU Merchandising

Opportunity : GET / GET Conversion
 UCR / UCR Conversion
 Hose
 Engine Parts
 Overhaul
 Others, TROUBLESHOOTING MACHINE, ELECTRICITY PROBLEM

Notes : CUSTOMER BERGERAK DI BIDANG AGRICULTURE, YAITU :
 PENGEMBANGAN PROJECT KEBUN TEBU, SAAT INI MASIH
 MELAKUKAN UJI COBA, JIKA HEI UJI COBA PENANAMAN TEBU
 TERSEBUT BERHASIL, SESUAI DENGAN HASIL PRODUKSI YANG DI
 INKINKAN, CUSTOMER AKAN MELAKUKAN PEMERBAHAN UNIT.

CANVASSING FORM - AMBON

30/APRIL /2021

Company Name : PT. DAYA TALENTA PRATAMA

Location : DESA DAWANG (Village)
 KAB. BURU (District)
 PROV. MALUKU (Province)

Owner Name : MR. JEMMY

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT						1 x DGR			
KOM									
HIT									
KOB									
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

Voice of Customer Price
 Maintenance
 TU Support
 Parts Availability
 Response Time
 TU Merchandising

Opportunity GET / GET Conversion
 UCR / UCR Conversion
 Hose
 Engine Parts
 Overhaul
 Others PM 2000 HOURS

Notes :

UNIT DGR SUDAH LAMA TDK DI OPERASIKAN LAGI, +/- 1 TAHUN,

01/05/2021

CANVASSING FORM - AMBON

Company Name : DINAS PU PROV. MALUKU
 Location : DESA SEATELE (Village)
 KAB. SERAM BAGIAN TIMUR (District)
 PROV. MALUKU (Province)
 Owner Name : BPK. EDY CHANDRA (PIMPINAN PROYEK)

No of MEP :

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT		↓							
KOM									
HIT									
KOB									
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

Voice of Customer Price
 Maintenance, OK
 TU Support, PUAS DENGAN SUPPORT PEKERJAAN SERVICE PM 2000 YANG TERCAT
 Parts Availability DILAKUKAN OLEH TEKMSI PTTU PADA BULAN APRIL LMI.
 Response Time
 TU Merchandising

Opportunity GET / GET Conversion
 UCR / UCR Conversion
 Hose
 Engine Parts
 Overhaul
 Others DIREKOMENDARIKAN UNTUK PENGGANTIAN FILTER UDARA
 DAN OLI FINAL DRIVE SERTA OLI SWING

Notes :
 * 1 x 320D (DEMO1208) BEROPERASS PADA PROYEK PEMBANGUNAN
 KONSTRUKSI JALAN DI DESA SEATELE

02/05/2021

CANVASSING FORM - AMBON

Company Name : RSU MASOHI
 Location : KOTA MASOHI (Village)
 KAB. MALUKU TENGAH (District)
 PROV. MALUKU (Province)
 Owner Name : IBU MALA (KABAG. UMUM)

No of MEP : MEP : 1 x C13

MEP	11T	20T	30T	40T	CS11	D6 Class	D7 Class	D8 Class	120K
CAT									
KOM									
HIT									
KOB									
SANY									
OTH									

Purchasing Decision : Head Office (Jkt) Local Others

Support Financing : Credit Facility No Credit Facility

Voice of Customer

- Price
- Maintenance
- TU Support, CUSTOMER PUAS DENGAN SUPPORT PERBAIKAN GENSET PARTI PEMKIS TRAILINDO AMBON, YG TELAH DILAKUKAN PADA MARE 2021
- Parts Availability
- Response Time
- TU Merchandising

Opportunity

- GET / GET Conversion
- UCR / UCR Conversion
- Hose
- Engine Parts
- Overhaul
- Others

Notes :

GENSET 1 x C13 DI OPERESIKAN PADA RS. UMMUM MASOHI
 GENSET BEROPERASI DENGAN BAIK